

# **International Trade Conference: Doing Business with China**

## **“Introduction to Practical Resources Available to New Jersey Exporters”**

Tuesday, October 25, 2005

New Jersey State House – Annex Building  
Committee Room #4, First Floor  
125 West State Street in Trenton, New Jersey 08608

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| 9:30 a.m. – 10:00 a.m.  | <b>Registration – Continental Breakfast</b>  |
| 10:00 a.m. – 10:05 a.m. | <b>Welcome Remarks and<br/>Introduction to New Jersey State’s International Trade Resources</b><br>Honorable Virginia S. Bauer, CEO/Secretary<br>New Jersey Commerce, Economic Growth & Tourism Commission   |
| 10:05 a.m. – 10:10 a.m. | <b>Remarks by Consul General of the PRC in New York<br/>Trade Opportunities in China for New Jersey Companies</b><br>Honorable Liu Biwei, Ambassador, Consul General<br>Mr. Yuan Zhangling, Counselor, Economic & Commercial Affairs<br>Mr. Li Long, Economic & Commercial Consul  |
| 10:10 a.m. – 10:20 a.m. | <b>Introduction to US Federal Export Assistance Resources</b><br>Representatives from US Commercial Services in China, Washington D. C.<br>and New Jersey:<br>Mr. Sean King, Regional Manager for China<br>Mr. Michael Manning, Director, Trenton Export Assistance Center<br>Ms. Carmela Mammias, Director, Newark Export Assistance Center |
| 10:20 a.m. – 10:30 a.m. | <b>Introduction to Trade Finance Assistance Resources<br/>New Jersey State Programs:</b><br>Ms. Caren Franzini, Chief Executive Officer<br>New Jersey Economic Development Authority<br><br><b>Federal Programs:</b><br>Mr. Thomas Cummings, Regional Director<br>Export/Import Bank of the U.S.   |
| 10:30 a.m. – 10:40 a.m. | <b>Introduction to Chamber Resources:<br/>New Jersey Chinese American Chamber of Commerce</b><br>Mr. John Yeung, Chairman<br><b>US China Chamber of Commerce</b><br>Mr. Zhang Liyong, Chairman<br><b>New Jersey Partners:</b> New Jersey Chamber of Commerce, New Jersey<br>Business Industry Association                                    |
| 10:40 a.m. – 10:50 a.m. | <b>Introduction to China’s Provincial / Municipal Representatives<br/>in New Jersey / New York</b><br>Mr. Chen Shaoqing, Shanghai<br>Mr. Xu Wenjin, Tianjin<br>Mr. He Bangjie, Ningbo  |

Organized by New Jersey Commerce, Economic Growth & Tourism Commission  
In cooperation with the US China Chamber of Commerce

10:50 am. – 11:20 p.m.

**Introduction to China's Key Industry Segments' Representatives  
in New Jersey / New York**

**(Notes: Only a few representatives listed below will speak. The rest will be introduced but will not speak. Interested New Jersey companies can request to meet with specific representatives after the conference.)**

China National Chemical Construction (USA) Corporation  
Sinopec USA Inc.

**New Jersey Partners:** New Jersey Chemical Associations

China State Construction Engineering Corporation

**New Jersey Partners:** Architecture & Construction Association

Ceroilfood New York Inc.

**New Jersey Partners:** Department of Agriculture, New Jersey Farm Bureau

Agriculture Bank of China, Bank of China, Bank of Communications  
China Construction Bank, CITIC, HSBC, Industrial and Commercial  
Bank of China, People's Bank of China

**New Jersey Partners:** New Jersey Banking Association

China Telecom, China Netcom, Huawei

**New Jersey Partners:** New Jersey Board of Public Utilities and New Jersey telecommunication companies

China Ocean Shipping Company Americas, Inc. (COSCO)

China Shipping

Air China

**New Jersey Partners:** Port Authority of New York/New Jersey, Delaware Port Authorities, New Jersey Freight-forwarder Associations, and New York/New Jersey Shipping Associations

People's Insurance Company of China

**New Jersey Partners:** New Jersey Insurance Association

**Other Entities Presenting Trade Opportunities to New Jersey  
Companies:**

Lenova, BaoSteel America Inc., Minmetals, Haier & several other companies (procurement of scrap metals, recycled plastics, & recycled paper from New Jersey), etc.

11:20 p.m. – 11:30 p.m.

**Questions and Answers**

11:30 p.m. – 12:30 p.m.

**Conference Adjourned; Lunch & Networking**

12:30 p.m. – 1:30 p.m.

**Optional One-on-one Meetings  
between New Jersey & Chinese companies  
By Appointment Only (pre-registration)**